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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	MAY 1986	MAY 1985	JUL-MAY 1985/86	JUL-MAY 1984/85
Alabama	4,089	3,988	69,690	78,543
Alaska	0	0	61	289
Arizona	143	15	528	376
Arkansas	4,115	9,094	51,510	51,763
California	5,610	7,309	46,895	59,905
Colorado	691	1,161	6,505	10,063
Connecticut	481	1,245	4,953	5,857
Delaware	2,133	810	20,981	28,850
Florida	15,507	(1,195)	145,445	138,946
Georgia	6,851	10,871	132,736	170,123
Hawaii	1,868	0	10,558	16,448
Idaho	3,632	5,048	26,205	23,580
Illinois	44,934	63,962	747,149	755,023
Indiana	41,833	50,205	426,339	442,326
Iowa	34,941	33,233	476,659	543,849
Kansas	7,076	3,563	32,811	33,893
Kentucky	14,777	19,070	127,518	149,009
Louisiana	3,634	9,257	50,438	58,060
Maine	758	1,919	8,236	10,669
Maryland	2,763	4,960	32,078	34,647
Massachusetts	1,896	826	5,515	4,636
Michigan	45,430	34,939	217,426	204,412
Minnesota	60,127	65,839	327,846	385,424
Mississippi	1,076	2,095	28,739	51,824
Missouri	19,633	32,335	230,886	258,120
Montana	859	985	11,304	12,363
Nebraska	6,002	4,676	34,958	39,509
Nevada	0	0	373	0
New Hampshire	79	370	480	923
New Jersey	1,022	950	7,198	8,890
New Mexico	550	709	10,924	9,217
New York	12,617	16,410	66,915	87,509
North Carolina	4,314	5,907	98,071	141,517
North Dakota	7,258	4,388	23,739	23,287
Ohio	42,542	70,150	440,671	446,634
Oklahoma	3,376	2,535	19,163	47,526
Oregon	3,058	2,097	24,714	29,898
Pennsylvania	7,109	6,603	60,986	61,168
Rhode Island	134	326	1,634	2,357
South Carolina	1,249	3,471	108,080	80,734
South Dakota	3,280	2,487	12,926	13,293
Tennessee	15,512	19,723	138,847	140,271
Texas	16,731	9,405	131,410	151,895
Utah	129	68	12,642	11,958
Vermont	720	1,705	3,630	5,025
Virginia	15,540	2,185	132,840	69,631
Washington	3,901	5,348	38,940	43,578
West Virginia	266	574	3,235	5,923
Wisconsin	52,569	60,032	284,507	316,561
Wyoming	156	86	1,794	2,432
TOTAL U.S.:	522,971	581,739	4,897,688	5,268,734
CANADA				
Alberta	10,791	12,806	29,986	29,603
British Columbia	617	1,413	6,993	7,070
Manitoba	5,487	6,959	19,972	22,185
New Brunswick	4,197	(17,490)	10,368	12,398
Newfoundland	0	0	573	702
Nova Scotia	962	1,327	5,763	6,324
Ontario	11,698	18,337	233,606	243,166
Pr.Edw.Isle	4,151	3,641	10,491	13,644
Quebec	14,797	42,058	135,907	129,788
Saskatchewan	6,104	4,862	12,970	11,733
TOTAL CAN:	58,804	73,913	466,629	476,613
EXPORT SALES:	357,745	277,124	2,509,319	2,827,557
TOTAL AG SALES.....	939,520	932,776	7,873,636	8,572,904
Non-Ag U.S.	36,045	33,795	340,712	355,210
Canada	1,833	2,481	23,086	22,869
Exports	8,068	21,710	84,954	79,051
TOTAL NON-AG SALES..	45,946	57,986	448,752	457,130
GRAND TOTAL.....	985,466	990,762	8,322,388	9,030,034

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

MAY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	612	123	2,327	988	39	4,089
Alaska	0	0	0	0	0	0
Arizona	42	0	15	2	84	143
Arkansas	0	298	3,355	408	54	4,115
California	2,014	1,133	1,189	290	984	5,610
Colorado	173	60	259	128	71	691
Connecticut	0	187	70	125	99	481
Delaware	0	0	1,954	54	125	2,133
Florida	6,296	604	1,681	40	6,886	15,507
Georgia	1,042	55	3,374	998	1,382	6,851
Hawaii	0	1,868	0	0	0	1,868
Idaho	295	689	2,559	71	18	3,632
Illinois	4,301	32,108	2,085	6,230	210	44,934
Indiana	2,740	32,887	1,676	4,431	99	41,833
Iowa	2,641	15,465	9,402	7,345	88	34,941
Kansas	890	2,079	3,359	619	129	7,076
Kentucky	14	9,498	4,545	124	596	14,777
Louisiana	4	796	2,455	379	0	3,634
Maine	0	0	758	0	0	758
Maryland	0	0	1,713	785	265	2,763
Massachusetts	0	60	647	405	784	1,896
Michigan	1,361	30,766	12,231	792	280	45,430
Minnesota	0	20,170	37,350	1,795	812	60,127
Mississippi	0	0	1,061	13	2	1,076
Missouri	1,914	4,613	10,059	2,901	146	19,633
Montana	0	0	811	48	0	859
Nebraska	135	952	2,353	1,452	1,110	6,002
Nevada	0	0	0	0	0	0
New Hampshire	0	0	79	0	0	79
New Jersey	0	64	738	171	49	1,022
New Mexico	0	0	281	63	206	550
New York	313	790	9,900	1,325	289	12,617
North Carolina	61	1,397	1,447	447	962	4,314
North Dakota	0	2,158	5,084	16	0	7,258
Ohio	2,007	23,901	13,234	2,982	418	42,542
Oklahoma	111	1,065	2,026	73	101	3,376
Oregon	184	435	1,816	38	585	3,058
Pennsylvania	0	148	5,261	1,142	558	7,109
Rhode Island	0	0	121	0	13	134
South Carolina	59	269	305	454	162	1,249
South Dakota	0	1,189	1,493	598	0	3,280
Tennessee	0	1,642	10,787	2,994	89	15,512
Texas	2,597	4,574	6,765	1,866	929	16,731
Utah	60	29	4	0	36	129
Vermont	0	0	475	124	121	720
Virginia	2,887	1,760	9,578	941	374	15,540
Washington	17	961	2,122	13	788	3,901
West Virginia	0	242	24	0	0	266
Wisconsin	32	37,478	12,966	1,155	938	52,569
Wyoming	0	15	68	0	73	156
TOTAL U.S.:	32,802	232,528	191,862	44,825	20,954	522,971
CANADA						
Alberta	0	651	9,876	264	0	10,791
British Columbia	0	22	496	0	99	617
Manitoba	1	958	3,935	593	0	5,487
New Brunswick	0	2,375	1,524	0	298	4,197
Newfoundland	0	0	0	0	0	0
Nova Scotia	0	180	782	0	0	962
Ontario	13	4,758	4,664	905	1,358	11,698
Pr.Edw.Isle	0	896	2,912	0	343	4,151
Quebec	0	2,708	11,543	61	485	14,797
Saskatchewan	128	904	5,054	18	0	6,104
TOTAL CAN:	142	13,452	40,786	1,841	2,583	58,804
*EXPORT SALES:	221,817	30,755	83,699	16,148	5,326	357,745
TOTAL AGRIC:	254,761	276,735	316,347	62,814	28,863	939,520
NON-AG U.S.	25,401	-	-	10,470	174	36,045
NON-AG CANADA	1,731	-	-	102	0	1,833
*NON-AG EXPORTS	8,054	-	-	0	14	8,068
TOTAL NON-AG:	35,186	-	-	10,572	188	45,946
GRAND TOTAL	289,947	276,735	316,347	73,386	29,051	985,466

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

MAY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	11,221	1,617	0	1,433	14,271
Brazil	29,160	15,657	69,137	0	242	114,196
Chile	7,053	0	0	0	0	7,053
China	45,884	0	0	0	0	45,884
Columbia	4,418	473	1,801	0	0	6,692
Denmark	8,175	0	0	0	0	8,175
Ecuador	1,951	0	3,483	0	410	5,844
India	58,440	0	0	0	0	58,440
Japan	23,749	1,645	0	8,994	2,969	37,357
Korea	0	0	0	7,154	0	7,154
Malaysia	20,479	0	0	0	0	20,479
Mexico	15,168	0	0	0	199	15,367
Peru	5,123	0	0	0	0	5,123
Philippines	0	0	0	0	73	73
South Africa	0	1,759	0	0	0	1,759
Switzerland	0	0	7,661	0	0	7,661
Taiwan	2,217	0	0	0	0	2,217
TOTAL AG:	221,817	30,755	83,699	16,148	5,326	357,745
NON-AGRICULTURAL						
Japan	7,628	-	-	0	0	7,628
Mexico	216	-	-	0	14	230
Sweden	210	-	-	0	0	210
TOTAL NON-AG:	8,054	-	-	0	14	8,068
TOTAL EXPORTS:	229,871	30,755	83,699	16,148	5,340	365,813

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K20)

MAY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Alabama	612	123	2,251	988	3,974
Alaska	0	0	0	0	0
Arizona	0	0	0	0	0
Arkansas	0	0	2,990	408	3,398
California	0	0	315	290	605
Colorado	0	0	15	95	110
Connecticut	0	187	70	125	382
Delaware	0	0	1,954	54	2,008
Florida	6,234	604	1,681	40	8,559
Georgia	783	55	3,374	998	5,210
Hawaii	0	1,868	0	0	1,868
Idaho	0	173	1,432	71	1,676
Illinois	4,301	32,108	1,802	6,230	44,441
Indiana	2,740	32,887	1,676	4,431	41,734
Iowa	2,591	15,432	8,936	7,345	34,304
Kansas	0	0	835	364	1,199
Kentucky	13	9,498	4,545	124	14,180
Louisiana	0	15	1,794	288	2,097
Maine	0	0	758	0	758
Maryland	0	0	1,713	785	2,498
Massachusetts	0	60	647	374	1,081
Michigan	1,361	30,766	12,231	792	45,150
Minnesota	0	20,170	37,350	1,795	59,315
Mississippi	0	0	1,053	0	1,053
Missouri	427	3,087	7,608	2,682	13,804
Montana	0	0	811	48	859
Nebraska	0	891	2,182	1,436	4,509
Nevada	0	0	0	0	0
New Hampshire	0	0	79	0	79
New Jersey	0	64	738	171	973
New Mexico	0	0	0	0	0
New York	313	790	9,900	1,325	12,328
North Carolina	0	1,397	1,447	447	3,291
North Dakota	0	2,158	5,084	16	7,258
Ohio	2,007	23,901	13,234	2,982	42,124
Oklahoma	0	0	94	0	94
Oregon	62	140	1,468	38	1,708
Pennsylvania	0	148	5,261	1,142	6,551
Rhode Island	0	0	121	0	121
South Carolina	0	269	305	454	1,028
South Dakota	0	1,189	1,493	593	3,280
Tennessee	0	1,642	10,787	2,980	15,409
Texas	0	0	317	62	379
Utah	0	0	4	0	4
Vermont	0	0	475	124	599
Virginia	2,887	1,760	9,578	941	15,166
Washington	17	946	2,107	13	3,083
West Virginia	0	242	24	0	266
Wisconsin	13	37,478	12,966	1,155	51,612
Wyoming	0	0	68	0	68
TOTAL U.S.:	24,361	220,048	173,573	42,211	460,193
CANADA					
Alberta	0	651	9,876	264	10,791
British Columbia	0	22	496	0	518
Manitoba	1	958	3,935	593	5,487
New Brunswick	0	2,375	1,524	0	3,899
Newfoundland	0	0	0	0	0
Nova Scotia	0	180	782	0	962
Ontario	13	4,758	4,664	905	10,340
Pr.Edw.Isle	0	896	2,912	0	3,808
Quebec	0	2,708	11,543	61	14,312
Saskatchewan	128	904	5,054	18	6,104
TOTAL CAN:	142	13,452	40,786	1,841	56,221
*EXPORT SALES:	190,027	26,213	66,443	16,148	298,831
TOTAL AGRIC:	214,530	259,713	280,802	60,200	815,245
NON-AG U.S.	14,494	-	-	9,417	23,911
NON-AG CANADA	1,731	-	-	102	1,833
*NON-AG EXPORTS	7,628	-	-	0	7,628
TOTAL NON-AG:	23,853	-	-	9,519	33,372
GRAND TOTAL	238,383	259,713	280,802	69,719	848,617

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Snort Tons K20)

MAY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	8,797	0	0	8,797
Brazil	29,160	15,657	55,299	0	100,116
Chile	7,053	0	0	0	7,053
China	45,884	0	0	0	45,884
Denmark	8,175	0	0	0	8,175
Ecuador	0	0	3,483	0	3,483
India	36,777	0	0	0	36,777
Japan	20,383	0	0	8,994	29,377
Korea	0	0	0	7,154	7,154
Malaysia	20,479	0	0	0	20,479
Mexico	14,776	0	0	0	14,776
Peru	5,123	0	0	0	5,123
South Africa	0	1,759	0	0	1,759
Switzerland	0	0	7,661	0	7,661
Taiwan	2,217	0	0	0	2,217
TOTAL AG:	190,027	26,213	66,443	16,148	298,831
NON-AGRICULTURAL					
Japan	7,628	-	-	0	7,628
TOTAL NON-AG:	7,628	-	-	0	7,628
TOTAL EXPORTS:	197,655	26,213	66,443	16,148	306,459

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - U. S. PRODUCERS - (Short Tons K20)

MAY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	0	0	76	0	39	115
Alaska	0	0	0	0	0	0
Arizona	42	0	15	2	84	143
Arkansas	0	298	365	0	54	717
California	2,014	1,133	874	0	984	5,005
Colorado	173	60	244	33	71	581
Connecticut	0	0	0	0	99	99
Delaware	0	0	0	0	125	125
Florida	62	0	0	0	6,886	6,948
Georgia	259	0	0	0	1,382	1,641
Hawaii	0	0	0	0	0	0
Idaho	295	516	1,127	0	18	1,956
Illinois	0	0	283	0	210	493
Indiana	0	0	0	0	99	99
Iowa	50	33	466	0	88	637
Kansas	890	2,079	2,524	255	129	5,877
Kentucky	1	0	0	0	596	597
Louisiana	4	781	661	91	0	1,537
Maine	0	0	0	0	0	0
Maryland	0	0	0	0	265	265
Massachusetts	0	0	0	31	784	815
Michigan	0	0	0	0	280	280
Minnesota	0	0	0	0	812	812
Mississippi	0	0	8	13	2	23
Missouri	1,487	1,526	2,451	219	146	5,829
Montana	0	0	0	0	0	0
Neoraska	135	61	171	16	1,110	1,493
Nevada	0	0	0	0	0	0
New Hampshire	0	0	0	0	0	0
New Jersey	0	0	0	0	49	49
New Mexico	0	0	281	63	206	550
New York	0	0	0	0	289	289
North Carolina	61	0	0	0	962	1,023
North Dakota	0	0	0	0	0	0
Ohio	0	0	0	0	418	418
Oklahoma	111	1,065	1,932	73	101	3,282
Oregon	122	295	348	0	585	1,350
Pennsylvania	0	0	0	0	558	558
Rhode Island	0	0	0	0	13	13
South Carolina	59	0	0	0	162	221
South Dakota	0	0	0	0	0	0
Tennessee	0	0	0	14	89	103
Texas	2,597	4,574	6,448	1,804	929	16,352
Utan	60	29	0	0	36	125
Vermont	0	0	0	0	121	121
Virginia	0	0	0	0	374	374
Wasnington	0	15	15	0	788	818
West Virginia	0	0	0	0	0	0
Wisconsin	19	0	0	0	938	957
Wyoming	0	15	0	0	73	88
TOTAL U.S.:	8,441	12,480	18,289	2,614	20,954	62,778
CANADA						
Alberta	0	0	0	0	0	0
British Columbia	0	0	0	0	99	99
Manitoba	0	0	0	0	0	0
New Brunswick	0	0	0	0	298	298
Newfoundland	0	0	0	0	0	0
Nova Scotia	0	0	0	0	0	0
Ontario	0	0	0	0	1,358	1,358
Pr.Edw.Isle	0	0	0	0	343	343
Quebec	0	0	0	0	485	485
Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	2,583	2,583
*EXPORT SALES:	31,790	4,542	17,256	0	5,326	58,914
TOTAL AGRIC:	40,231	17,022	35,545	2,614	28,863	124,275
NON-AG U.S.	10,907	-	-	1,053	174	12,134
NON-AG CANADA	0	-	-	0	0	0
*NON-AG EXPORTS	426	-	-	0	14	440
TOTAL NON-AG:	11,333	-	-	1,053	188	12,574
GRAND TOTAL	51,564	17,022	35,545	3,667	29,051	136,849

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

MAY, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	2,424	1,617	0	1,433	5,474
Brazil	0	0	13,838	0	242	14,080
Columbia	4,418	473	1,801	0	0	6,692
Ecuador	1,951	0	0	0	410	2,361
India	21,663	0	0	0	0	21,663
Japan	3,366	1,645	0	0	2,969	7,980
Mexico	392	0	0	0	199	591
Philippines	0	0	0	0	73	73
TOTAL AG:	31,790	4,542	17,256	0	5,326	58,914
NON-AGRICULTURAL						
Mexico	216	-	-	0	14	230
Sweden	210	-	-	0	0	210
TOTAL NON-AG:	426	-	-	0	14	440
TOTAL EXPORTS:	32,216	4,542	17,256	0	5,340	59,354